

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 CIAE-00 PM-04 INR-07 L-03 ACDA-07
NSAE-00 PA-01 SS-15 PRS-01 SP-02 USIA-06 TRSE-00
SAJ-01 OC-06 CCO-00 EB-07 /073 W
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R 101840Z JAN 77
FM USMISSION NATO
TO SECSTATE WASHDC 1035
SECDEF WASHDC
INFO DCA WASHDC
JCS/J32 WASHDC
CINCLANT
USCINCEUR
USNMR SHAPE
USLOSACLANT

C O N F I D E N T I A L SECTION 1 OF 2 USNATO 0094

SECDEF FOR ODTACCS

EO11652 GDS
TAGS NATO ETEL MARR
SUBJECT RATIONALIZATION OF US AND NATO SATCOM SPREAD SPECTRUM
MULTIPLE ACCESS (SSMA) PROGRAMS

REF (A) 76 STATE 305433 (DTG 162313Z DEC 76) (NOTAL)
(B) NAC 4047 (DTG 101535Z DEC 76) (NOTAL)

SUMMARY: WHILE BOTH THE DEPUTY DIRECTOR GENERAL NICSMA AND
THE CHAIRMAN, SATCOM WORKING GROUP (SCWG) (VAN DER WILLIGEN)
ARE GRATIFIED BY THE US OFFER (REF A), THE LATTER HAS IDEN-
TIFIED POTENTIAL PROBLEMS IT PRESENTS TO NATO. WE QUOTE
HIS LETTER DESCRIBING THESE PROBLEMS. WE RECOMMEND THAT
THE US REP TO THE SCWG ADVISORY PANEL ANNOUNCE THE OFFER
AND SEEK PANEL SUPPORT FOR IT. END SUMMARY.

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1. WE INFORMED TH DEPUTY DIRECTOR GENERAL (DDG) NICSMA
OF RELEASABLE PORTIONS OF REF A. WE ALSO INFORMED THE
CHAIRMAN, SATCOM WORKING GROUP (SCWG) (VAN DER WILLIGEN),
WHO HAD RECEIVED A COPY OF THE ORIGINAL NICSMA LETTER
TO WHICH REF A RESPONDED. BOTH RECIPIENTS HAVE EX-
PRESSED THEIR APPRECIATION FOR THE US MOVE. VAN DER
WILLIGEN, HOWEVER, ALSO IDENTIFIED POTENTIAL PROBLEMS
IN PROCEEDING WITH THE US OFFER. HE DESCRIBED THEM
IN A LETTER TO DDG NICSMA, THE TEXT OF WHICH WE QUOTE BELOW.

BEGIN TEXT: I HAVE RECEIVED COUTESY COPIES OF THE
CORRESPONDENCE BETWEEN YOURSELF (REFERENCE NICSMA/JLB
(76)20, DATED 7TH OCTOBER, 1976) AND MR. GENTRY (NOTE
OF 20TH DECEMBER 1976) ON THE REFERENCE SUBJECT.
AS THE CHAIRMAN OF THE SCWG I WOULD LIKE TO MAKE THE
FOLLOWING OBSERVATIONS:

1. IT IS MOST GRATIFYING THAT AS A RESULT OF
YOUR INITIATIVE THE US ARE INITIATING ACTION WHICH,
EVENTUALLY, COULD ALLOW NATO TO PROCURE THE NEW FAMILY
OF US SSMA (USC-28 AND ON-55) EQUIPMENT FOR INSTALLA-
TION AT NATO SGT'S. IF CONFIRMED AND DELIVERY CAN BE
MADE IN TIME, IT COULD PROBABLY CLOSE THE "INTEROPER-
ABILITY GAP", EXPECTED BETWEEN 1978-1983, TO AN
ACCEPTABLE DEGREE. I BELIEVE (ON A PERSONAL BASIS)
THAT THE USE OF US EQUIPMENT WOULD OFFER US COMPLETE
SSMA INTEROPERABILITY FOR SATCOM III AND IV AND THAT, IN
ALL PROBABILITY, THE US EQUIPMENT WOULD BE MORE COST-
EFFECTIVE AND AVAILABLE EARLIER THAN 1983 (THE ANTI-
CIPATED YEAR OF OPERATION OF NATO SSMA).

2. HOWEVER, I AM NOT CLEAR AS TO HOW TO PROCEED
BEST FROM HERE. BECAUSE THE CORRESPONDENCE HAS, UP
TILL NOW, BEEN KEPT ON AN INFORMAL BASIS, THE TIME HAS
COME TO DECIDE WHETHER OR NOT YOU FORMALLY WISH TO
PROCEED.

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3. AT THIS JUNCTURE, I WOULD BE LESS THAN HONEST
IF I WOULD NOT OFFER YOU SOME CONSIDERATIONS, WHICH MAY
NOT BE VERY POSITIVE IN NATURE, BUT NEVERTHELESS FACTS OF LIFE:

(A) STC (SEE AC/270-D/141 PARAGRAPH 8) HAS PREPARED
A DRAFT FOR A NATO INTEROPERABLE SSMA EQUIPMENT
WHICH IS PLANNED TO BE DISCUSSED AT THE SPRING
SCWG MEETING, WITH THE AIM OF GETTING NJCEC
APPROVAL IN THE FALL OF 1977.

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C O N F I D E N T I A L SECTION 2 OF 2 USNATO 0094

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(B) THIS BEING SO, FINANCIAL COMMITTEES MAY WELL
OBJECT TO A DIRECT SINGLE SOURCE PROCUREMENT
OF US SSMA EQUIPMENT.

(C) TO CLOSE THE "INTEROPERABILITY GAP" TWO FACTS
MUST BE ESTABLISHED BY THE MNCS:

(I) A FLAT "UNACCEPTABLE" TO AN INTEROPERABILITY GAP;

(II) WILLINGNESS TO FUND THE US EQUIPMENT AS IT BECOMES
AVAILABLE.

WITH REGARDS TO THE LAST CONSIDERATION I MUST POINT
OUT THAT THE MNCS (ALBEIT OUT OF NECESSITY) HAVE
ALREADY ACCEPTED THE GAP AND, IN ADDITION, HAVE
CHOSEN CONSCIOUSLY NOT TO FUND AN SSMA PROGRAMME
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IN THIS COST-SHARING PERIOD.

4. WITH THIS IN MIND ONE COULD CONSIDER EITHER
ONE OF THE FOLLOWING OPTIONS:

(A) NATO WILL OFFICIALLY REQUEST THE US TO MAKE THEIR
SSMA EQUIPMENT AVAILABLE (NATO COULD ONLY DO SO
IF THERE WERE PROOF THAT THE STC EFFORT WOULD BE
INADEQUATE IN TERMS OF INTEROPERABILITY, PRICE,
DELIVERY TIME OR THE LIKE AND THAT SINGLE SOURCE
PROCUREMENT WOULD THEREFORE BE JUSTIFIED.)

(B) THE US WILL MAKE AN OFFER TO NATO EITHER AT THE
SCWG ADVISORY PANEL (END JANUARY), THE SCWG
(5TH APRIL) OR THE NJCEC (28TH APRIL). (THERE
WOULD BE NO ASSURANCE THAT NATO WOULD ACCEPT
THIS OFFER FOR THE REASONS SET OUT ABOVE.)

5. IN SUMMARY THEREFORE, WE FACE THE FOLLOWING QUESTIONS:

(A) WHAT STEP NEXT?

(B) SHOULD STC CONTINUE THEIR SSMA STUDIES?

(C) WHEN CAN THE US MAKE THEIR EQUIPMENT AVAILABLE?

(D) CAN WE GET, IF ONLY IN PRINCIPLE, AGREEMENT TO SINGLE SOURCE PROCUREMENT?

(E) WILL THE MNCS SUPPORT EARLIER FUNDING?

6. I HOPE THAT THE ABOVE CONSIDERATIONS MAY ASSIST YOU IN DETERMINING NICSMA'S COURSE OF ACTION. END TEXT.

2. WHILE WE DO NOT AGREE COMPLETELY WITH VAN DER WILLIGEN'S EVALUATION, WE BELIEVE SOME ALLIES MAY CONFIDENTIAL

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CHALLENGE SOLE-SOURCE PROCUREMENT OF US EQUIPMENT IN VIEW OF THE WORK ALREADY DONE AT SHAPE TECHNICAL CENTER (STC). WE BELIEVE IT IS IMPORTANT TO DEVELOP SUPPORT BY NICSMA, STC, AND THE MAJOR NATO COMMANDS (MNCS) FOR THE US OFFER. IN OUR VIEW, THE SATCOM WORKING GROUP (SCWG) ADVISORY PANEL IS AN EXCELLENT FORUM IN WHICH TO SOLICIT THIS SUPPORT. IT IS A SMALL GROUP WITH OPERATIONAL AND TECHNICAL ORIENTATION AND SHOULD BE ABLE TO JUDGE THE MERITS OF THE US OFFER OBJECTIVELY. WITH THIS ORIENTATION AND WITH VERY LIMITED PARTICIPATION BY ALLIED NATIONS, IT SHOULD NOT BECOME EMBROILED IN COOPERATIVE DEVELOPMENT AND PRODUCTION (I.E., ECONOMIC) ISSUES. ALSO, SINCE ORGANIZATIONALLY IT IS A LOW-LEVEL WORKING GROUP, THE US CAN USE IT AS A SOUNDING BOARD. SHOULD ADVERSE REACTION DEVELOP, THE US COULD PLAN ITS STRATEGY ACCORDINGLY WITHOUT HAVING COMMITTED ITSELF IN A HIGHER LEVEL GROUP.

3. WE RECOMMEND THAT THE US REP TO THE SCWG ADVISORY PANEL MEETING IN LATE JANUARY 1977 ANNOUNCE THE US OFFER AND SEEK PANEL SUPPORT FOR ITS ADOPTION. THE DDG NICSMA (VADM BOYES, USN) CONCURS. STRAUSZ-HUPE

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